

SBA LOANS IN NJ UP 29% IN 2005 – PAGE TWO

Of the 1,431 loan approvals to minority-owned small businesses, Asian-Americans received 894 loans for \$198.3 million; African-Americans received 188 loans for \$26 million; and Hispanic-Americans received 303 loans for \$41.6 million. Loan approvals to Asian-Americans were up 35 percent; loan approvals to African-Americans were up 20 percent; and loans to Hispanic-Americans also increased by 49 percent.

According to Kocsi, women business owners received 886 loans for \$113 million compared to 569 loans for \$109 million approved during fiscal year 2004. This represented a 56 percent increase in the number of loan approvals to women-owned businesses, as well as a four percent increase in dollars.

Bergen County small businesses led the way in 2005 by receiving 589 SBA loans for \$92.1 million; Essex County businesses followed with 294 loans for \$51.3 million; and Camden County businesses received 288 loans for \$49.0 million. Rounding out the top five counties were Monmouth County businesses with 272 loans for \$67.1 million, and Middlesex County businesses with 260 loans for \$50.5 million.

Kocsi also noted that the average SBA loan in New Jersey was \$191,754 and that a sizeable amount of loans were well under that average. “We are pleased that more New Jersey lenders are utilizing the agency’s **SBAExpress** loan program, which offers a revolving line of credit feature,” said Kocsi. “This program also allows lenders to expedite the SBA loan process by utilizing their own forms and procedures. This year 68 percent of our loans were approved under this program for an average amount of \$56,000. I expect **SBAExpress** loan volume to approach 75 percent in 2006.”

In addition to its lending activities, the SBA New Jersey District Office provided entrepreneurial development assistance to nearly 42,250 businesses and start-up companies through its statewide network of resource partners, which includes SCORE – Counselors to America’s Small Business, the New Jersey Small Business Development Centers (SBDCs) and the Women’s Business Center (WBC).

Nearly 15,000 entrepreneurs received no-cost management counseling from these resources and an additional 27,000 individuals attended affordable training programs on topics ranging from starting a business to identifying opportunities in the international marketplace. “We realize the importance of providing our customers with practical business training and counseling,” said Kocsi. “The services offered by SCORE, the SBDC, and the WBC are invaluable to our customers’ success and growth.”

The SBA New Jersey District Office also provided New Jersey small disadvantaged companies with 136 federal government contracts worth \$117.3 million. The contracts were issued under the agency’s 8(a) Business Development Program.

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